

David A. Brown II

Experience

2005–Present Norfolk Southern Corporation Norfolk, VA

Vice President – Strategic Planning

- Broad Areas of Responsibility:
 - Resource and Capacity Planning
 - Public-Private Partnerships
 - Merger and Acquisition Planning
 - Line Rationalization and Abandonment
 - Developing and Managing Partnerships with Class I and Regional Railroads
 - Developing and Managing Shortline Partnerships
 - Industrial Engineering and Operations Research
 - East Carolina Business Unit Operations.

1999–2005 Norfolk Southern Corporation Harrisburg, PA

General Manager – Northern Region (2000-2005)

Asst. General Manager – Northern Region (1999-2000)

- Responsible for Transportation Operations on Northern Region
- Responsible for divisions based at Dearborn, MI; Pittsburgh, PA and Harrisburg, PA.
- Managed Operating Interface with Conrail Shared Assets Operations at Detroit, MI; Newark, NJ; and Philadelphia, PA.
- Operated NS' most traffic dense intermodal corridor with major terminals at Chicago, IL; Toledo, OH; Cleveland, OH; Pittsburgh, PA; Harrisburg, PA; Rutherford, PA; Baltimore, MD; Morrisville, PA and Croxton, NJ.
- Responsible for major merchandise traffic terminals at Chicago, IL; Elkhart, IN; Toledo, OH; Cleveland, OH; Conway, PA; Enola, PA; Allentown, PA; and Buffalo, NY.

1997-1999 Norfolk Southern Corporation Roanoke, VA

Superintendent-Staff (Conrail Integration Team)

- Prepared for Conrail Integration into NS Network
- Integrated safety of operations on Northern Region
- Served as Transportation representative for Safety Integration Plan
- Developed Organizational Structure for Northern Region
- Planned and implemented operating plan to create Northern Region service plan.
- Planned and implemented operating changes to form Conrail Shared Assets Operations and for other facilities split between NS and CSX.

1993–1997 Norfolk Southern Corporation

Division Superintendent

- Virginia Division, Roanoke, VA – 1995-1997
 - Responsible for Transportation Operations between Bristol, VA and Norfolk, VA and between Hagerstown, MD and Winston Salem, NC.
 - Responsible for terminal operations at Bristol, VA; Roanoke, VA; Shenandoah, VA; Hagerstown, MD; Crewe, VA; Richmond, VA; Petersburg, VA; Norfolk VA; and Winston Salem, NC
- Kentucky Division, Somerset, KY – 1993-1995
 - Responsible for Transportation Operations between Cincinnati, OH and Chattanooga, TN and between Danville, KY and St. Louis, MO.
 - Responsible for terminal operations at Cincinnati, OH; Danville, KY; Louisville, KY; and Princeton, IN

1981-1993 Norfolk Southern Corporation

Other Positions Held with Norfolk Southern:

- Assistant Division Superintendent, Pocahontas Division - Bluefield, WV
- Terminal Superintendent, Decatur Terminal - Decatur, IL
- Trainmaster, Kentucky Division - Somerset, KY
- Trainmaster, Western Division – Louisville, KY
- Trainmaster, Crescent Division – Hattiesburg, MS
- Assistant Trainmaster, Tennessee Division - Knoxville, TN

Education

- 1981 The University of Tennessee Knoxville, TN
- B.A., Business Administration - Transportation

**Other Activities
and Affiliations**

Board Member – The Belt Railway of Chicago